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# City of Detroit

## Telecommunications Network

### Audit & Strategy

### Report



January 2001



Communications & Networking

# Executive Summary



The City of Detroit is a major user and stakeholder in the utilization of telecommunications services within the City. Municipal buildings, including Water & Sewerage, Police, Fire, Health, Transportation, Public Lighting, and Public Works are all geographically dispersed throughout the City, which requires the deployment of wide area network services for voice and data connectivity.

As one of the largest purchasers of telecommunications services within the City, Detroit has a direct interest in the availability and cost of services. And, as is true for any major purchaser, the City of Detroit's build/buy decisions, vendor selection and partnerships, and negotiation strategies can have significant impact on the local telecommunications market. If the City simply purchases existing services from the existing provider, on a department-by-department basis, it will continue to pay higher prices, continue with organizational inefficiencies and not take advantage of the competitive market for advanced services.

The City of Detroit provides services and information to its citizens. Improved communication offers opportunities to provide services and information in a more responsive and timely fashion, and at the same time reduce costs. The City has an interest in assuring that citizens, businesses and the City itself can communicate effectively and efficiently in the 21st century.

The City is the landlord, owning facilities that are critical to the provision of telecommunications services, including public right-of-ways, conduit infrastructure, antenna towers, and public safety facilities.

# Executive Summary



The City of Detroit must take a more proactive role in the development of telecommunications policy and the pursuit of advanced services in order to allow telecommunications to become the catalyst for economic growth in the City. Since the Telecommunications Act of 1996, what has changed is the philosophy and approach for achieving telecommunications goals. That paradigm shift has gone from reliance on regulation to reliance on the marketplace for advanced communications services through competition.

Within the community, other stakeholders; such as the Detroit Public Libraries, Detroit Public Schools, Wayne County, Wayne State University, Detroit Medical Center, Henry Ford Hospital, the University of Detroit-Mercy, and others; are also major users of voice, data and video communications services throughout the City. These organizations also have a paramount requirement for efficient, affordable, high-speed communications.

Corporate citizens such as General Motors Global Headquarters, Compuware's planned world headquarters, and planned e-business telecom hotels are all additional current and future stakeholders in the development and deployment of advanced, high-speed communications services. These organizations can all benefit from the creation of an advanced, competitive communications infrastructure.